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GROUP ANNUAL RESULTS FOR THE YEAR ENDED 30 JUNE 2023

Andy Hall, CEO & Dorette Neethling, CFO





OVERVIEW

ANDY HALL, CEO



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PERFORMANCE

FINANCIAL



TURNOVER

+5%
R9.13b



TRADING PROFIT

+6%
R1.18b



HEPS

+12%
561 cents



DIVIDEND

+17%
250 cents

SEP



2022 INCREASE

3.50%



2023 INCREASE

3.28%



2023 'TOP-UP' INCREASE

1.73%

CONSUMER

REVENUE
R1 655m
+6%

TRADING PROFIT
R357m
+2%



E45 STRAIGHT UP SKINCARE

- ✓ Dry skin^{1,5}
- ✓ Eczema^{1a}
- ✓ Psoriasis^{1a}

E45 has dry skin conditions covered^{1a,2a}



OTC

REVENUE
R2 282m
+11%

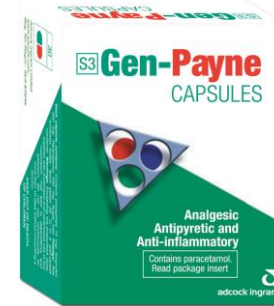
TRADING PROFIT
R349m
+10%



PRESCRIPTION

REVENUE
R3 294m
+2%

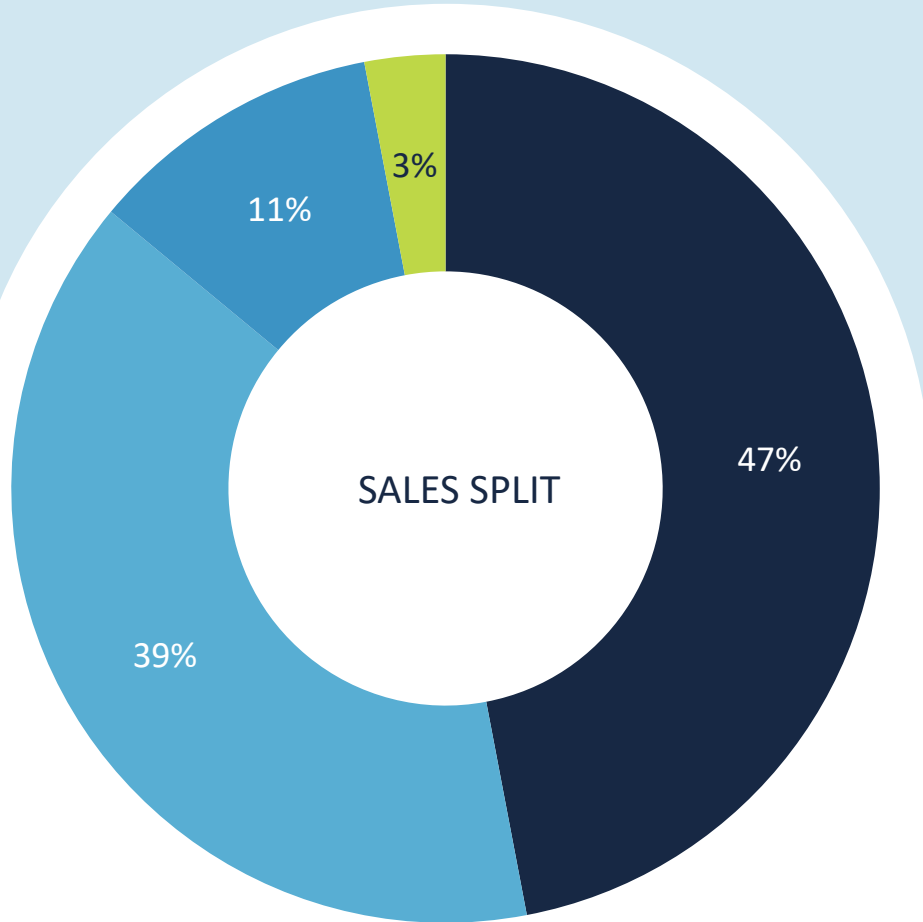
TRADING PROFIT
R320m
+16%



HOSPITAL

REVENUE
R1 899m
2%

TRADING PROFIT
R152m
-7%



● RENAL

● MEDICINE DELIVERY

● BLOOD

● SPECIALISED THERAPIES



SUPPLY CHAIN



FACTORIES



DISTRIBUTION

ESG JOURNEY

CLAYVILLE
SOLAR PANELS



ELECTRIC VEHICLES



TRANSFORMATION

B-BBEE

Level
2



FINANCIAL PERFORMANCE

DORETTE NEETHLING, CFO

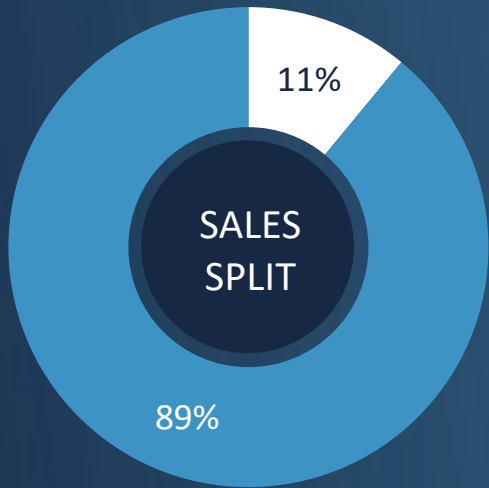


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TURNOVER

+5%



■ PUBLIC ■ PRIVATE

R'MILLION

■ INCREASE ■ DECREASE ■ TOTAL

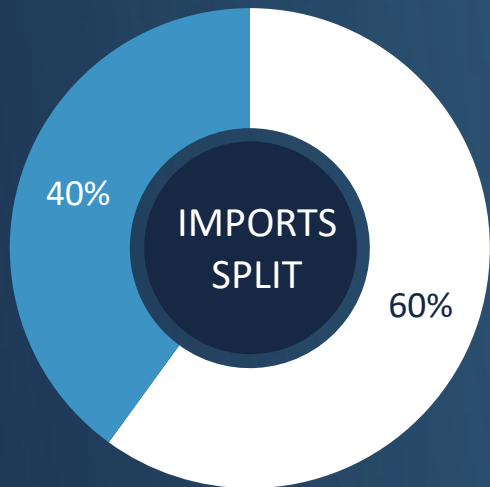


GROSS PROFIT

+4%

GROSS MARGIN

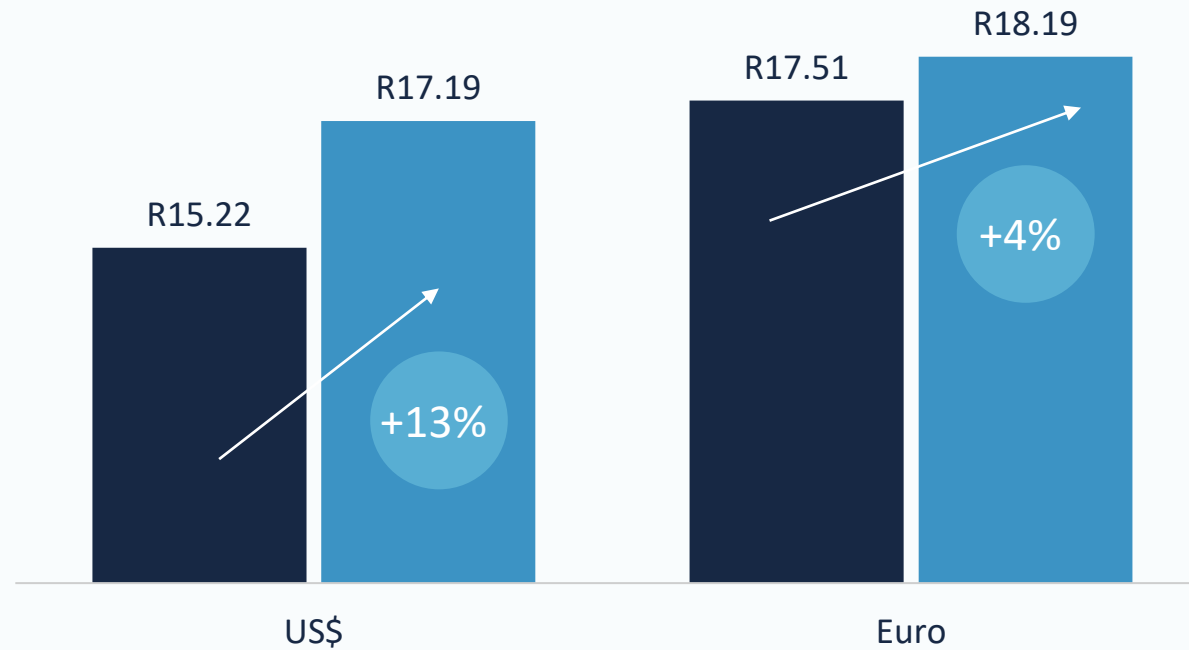
35%



■ US\$

■ EURO

IMPORTS - EXCHANGE RATES (FEC'S)



■ 2022

■ 2023

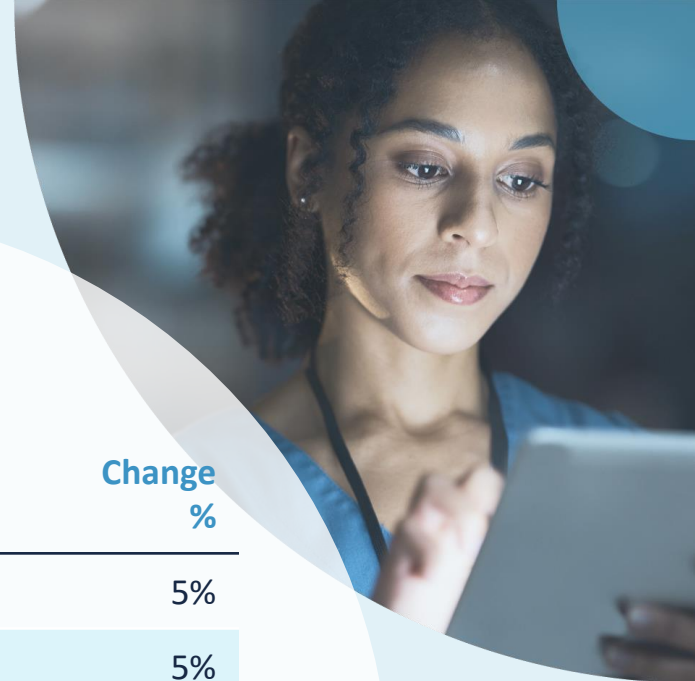


INCOME STATEMENT FOR THE YEAR ENDED 30 JUNE 2023

TRADING PROFIT

+6%

	2023 R'm	2022 R'm	Change %
Revenue	9 132	8 706	5%
Cost of sales	(5 945)	(5 648)	5%
Gross profit	3 187	3 058	4%
Operating expenses	(2 007)	(1 946)	3%
Trading profit	1 180	1 112	6%



INCOME STATEMENT FOR THE YEAR ENDED 30 JUNE 2023

HEPS

+12%

	2023 R'm	2022 R'm	Change %
Trading profit	1 180	1 112	6%
Non-trading expenses	(45)	(59)	
Operating profit	1 135	1 053	8%
Equity accounted earnings	119	87	
Net finance cost	(52)	(41)	
Dividend income	3	3	
Profit before tax	1 205	1 102	9%
Tax	(307)	(301)	
Profit for the year	898	801	12%
HEPS (cents)	561.3	502.0	12%



BALANCE SHEET AS AT 30 JUNE 2023

DEPRECIATION

R189m

AMORTISATION

R9m

	2023 R'm	2022 R'm
Non-current assets		
Property, plant and equipment	1 476	1 473
Right-of-use assets	233	270
Intangible assets	1 233	1 243
Deferred tax assets	14	4
Other financial assets	21	22
Investment in joint ventures	671	528
Loans receivable	-	4
	3 648	3 544



BALANCE SHEET AS AT 30 JUNE 2023

INVENTORY DAYS

141

TRADE RECEIVABLE
DAYS

55

TRADE PAYABLE
DAYS

67

	2023 R'm	2022 R'm
Current assets		
Inventories	2 449	2 169
Receivables and other current assets	2 060	1 830
Cash and cash equivalents	91	345
Tax receivable	13	-
Loans receivable	1	-
	4 614	4 344



BALANCE SHEET AS AT 30 JUNE 2023

INTEREST-BEARING
LIABILITIES
(LEASES)

R315m

	2023 R'm	2022 R'm
Total equity		
Share capital	15	16
Share premium	267	255
Treasury share reserve	(471)	-
Non-distributable reserves	357	271
Retained income	5 220	4 703
Total shareholders' funds	5 388	5 245



SEGMENT

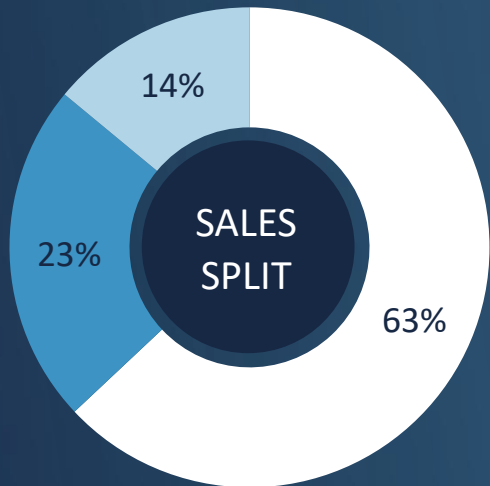
CONSUMER

TURNOVER

+6%

TRADING PROFIT

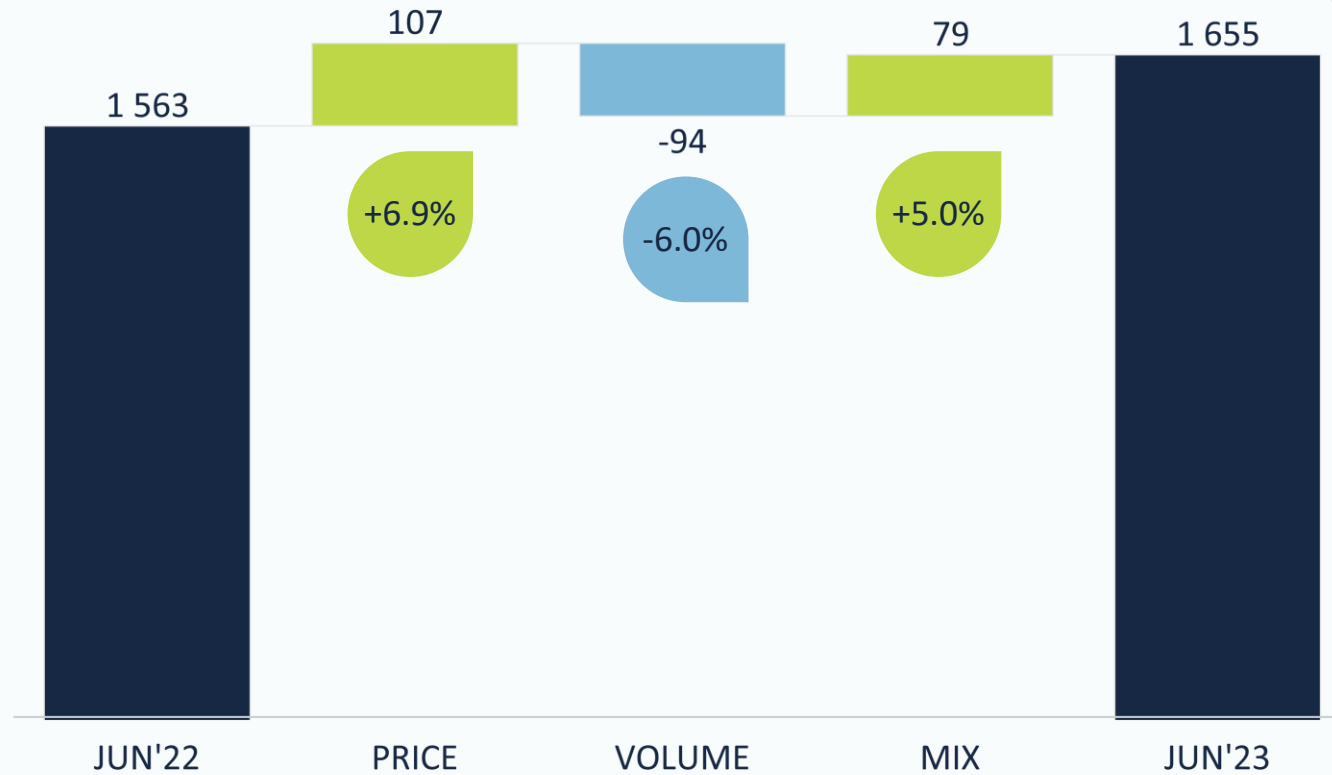
+2%



- HEALTHCARE
- PERSONAL CARE
- HEMOCARE

R'MILLION

■ INCREASE ■ DECREASE ■ TOTAL



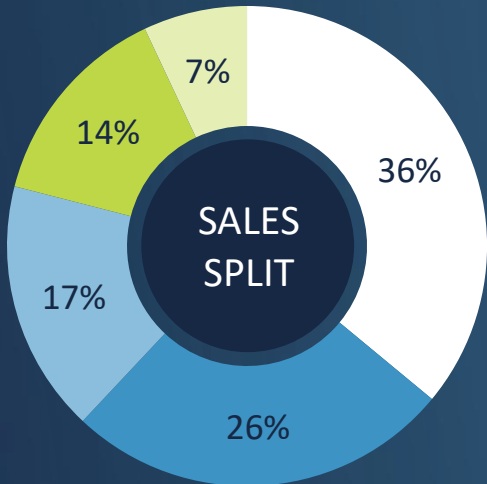
SEGMENT
OTC

TURNOVER

+11%

TRADING PROFIT

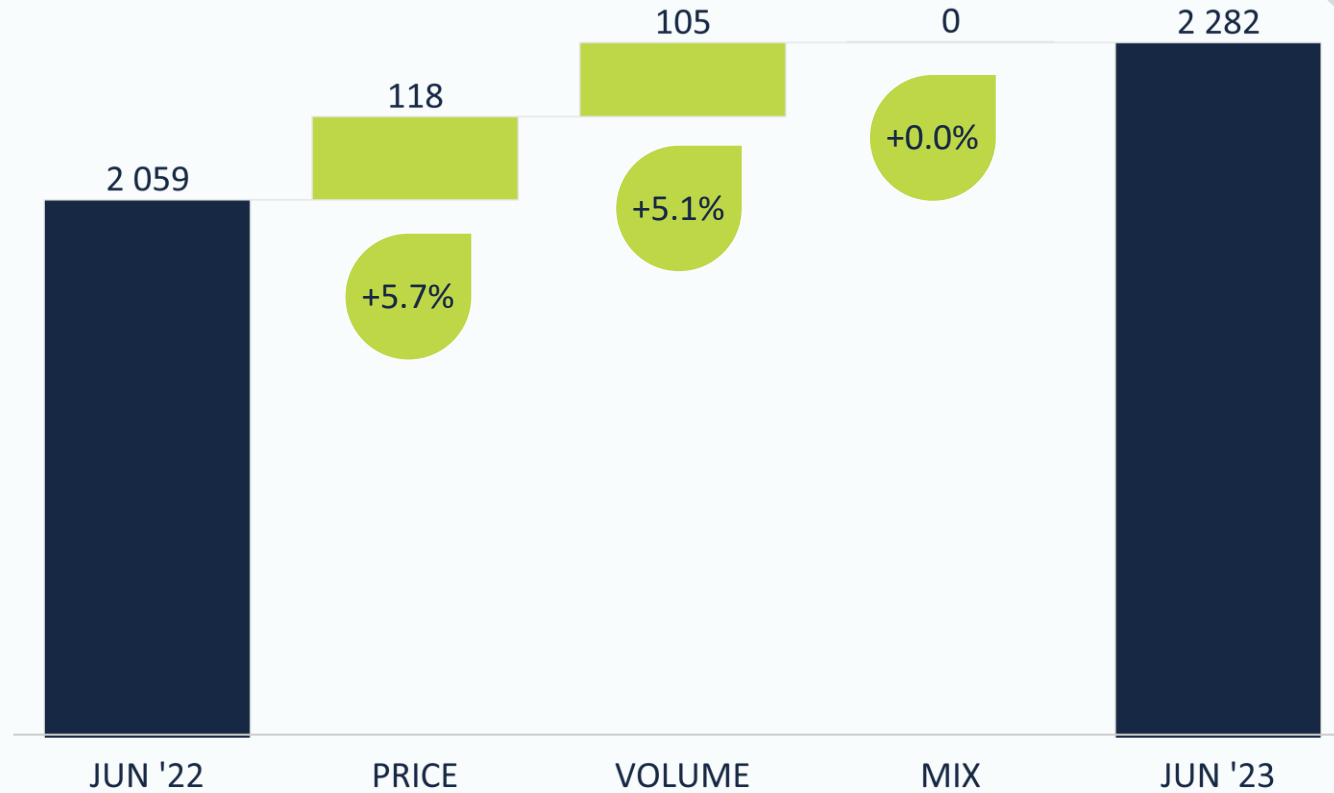
+10%



- COUGH & COLD
- PAIN
- HEARTBURN & INDIGESTION
- ALLERGY
- OTHER

R'MILLION

■ INCREASE ■ DECREASE ■ TOTAL



SEGMENT

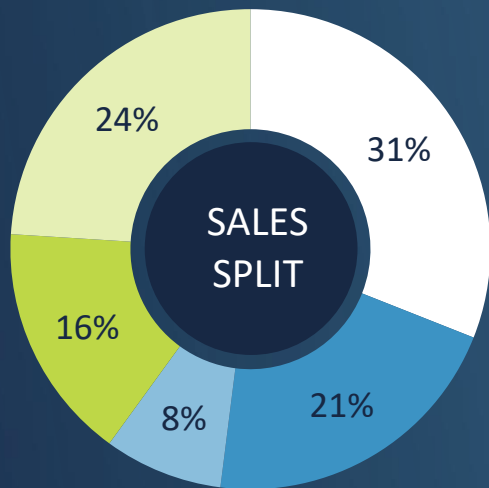
PRESCRIPTION

TURNOVER

+2%

TRADING PROFIT

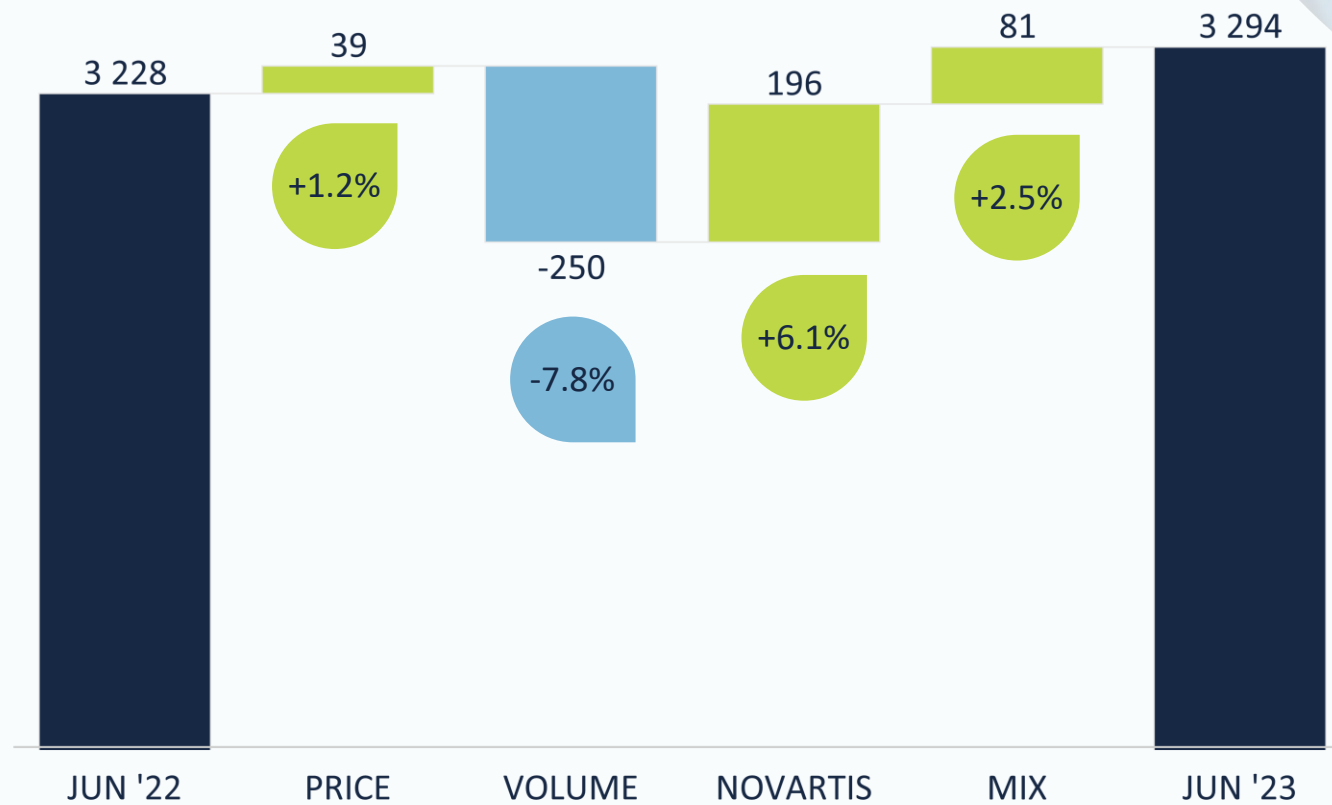
+16%



- BRANDED
- GENERICS
- ARV
- OTHER
- MNC

R'MILLION

■ INCREASE ■ DECREASE ■ TOTAL



SEGMENT

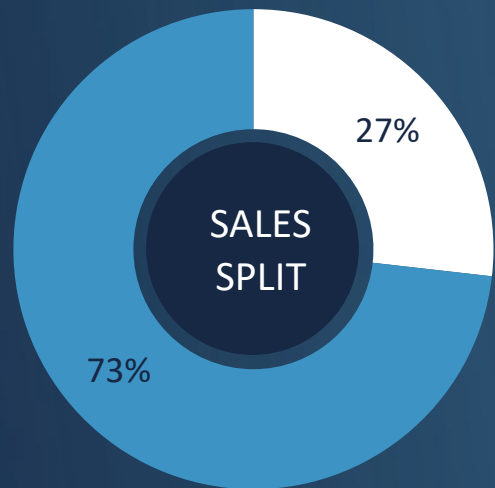
HOSPITAL

TURNOVER

+2%

TRADING PROFIT

-7%

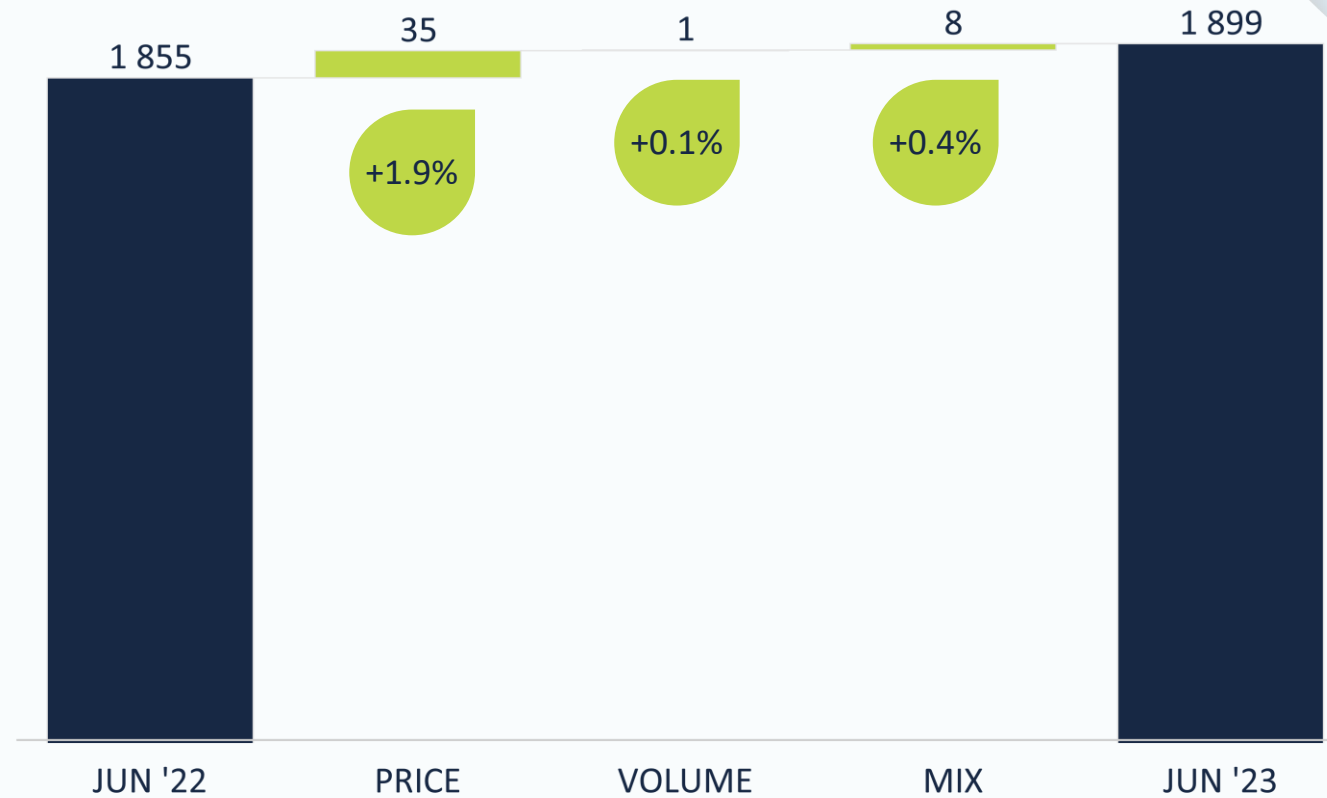


■ PUBLIC

■ PRIVATE

R'MILLION

■ INCREASE ■ DECREASE ■ TOTAL





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THANK YOU